

**Southern Pacific Masters Swimming  
2015 Budget**

	Total	Notes
<b>Income</b>		
Awards Sales	5,000.00	Per Eileen Span
Promotional Sales	4,000.00	Per Anita
<b>Registration Revenue</b>		
Offline Registrations	5,408.00	2% of 5200 swimmers @ \$52/each
Offline Registrations Expense	-3,848.00	2% of 5200 swimmers @ \$37/each
Online Registrations	77,440.00	98% of 5200 swimmers @ \$15/each + Clubs
<b>Total Registration Revenue</b>	<b>\$ 79,000.00</b>	
<b>Sanction Revenue</b>		
Open Water	5,500.00	2014 rounded up
Open Water Expense	-6,000.00	6 events @ \$1000/event
Pool	1,000.00	20 Meets @ \$50/Meet
<b>Total Sanction Revenue</b>	<b>\$ 500.00</b>	
<b>Total Income</b>	<b>\$ 88,500.00</b>	
<b>Gross Profit</b>	<b>\$ 88,500.00</b>	
<b>Expenses</b>		
<b>Awards</b>		
Annual	550.00	
	300.00	Swimmer/Coach of the Year, Jim Marcus, Steve Schofield
	250.00	Special Awards - Requested by Mark
<b>Competition - Pool</b>	5,000.00	Per Eileen Span
Competition - Open Water	1,200.00	Requested by Sherry (reduced from 1700)
<b>Total Awards</b>	<b>\$ 6,750.00</b>	
Bank Charges	144.00	Direct deposit + foreign transaction fees
Clinics & Seminars	5,140.00	
	800.00	Officials Clinic (less any fees we charge)
	140.00	SCPPOA Membership & Meetings
	1,700.00	Coach's Clinic - SPMS
	750.00	Coach's Clinic - USMS Scholarships + Food (#1)
	750.00	Coach's Clinic - USMS Scholarships + Food (#2)
	400.00	Executive Committee + Committee Chair Meetings (Mark Moore)
	600.00	Annual Meeting
<b>Convention</b>		
Advances	19,500.00	13 @ 1500/each
Other Convention Expenses	1,250.00	Shirts + Breakfast
Registration	2,550.00	Same as 2014
<b>Total Convention</b>	<b>\$ 23,300.00</b>	
Donations & Grants	0.00	TBD
Entry Fees - Comp'd	600.00	2014 rounded up
Equipment - Purchases	790.00	
	240.00	Rule Books
	550.00	Hytek - Meet Operation Software (for records only) Silver Edition
Equipment - Storage	0.00	No storage room expense for 2015
Individual Registrations - Comp'd	1,000.00	2014 rounded up
Office Expenses & Supplies	200.00	2014 rounded up
Phone & Fax	2,000.00	10 meetings @ \$200/meeting
Postage	750.00	
	500.00	Calendars, Brochures, Newsletters, etc.
	250.00	Misc. - Per Bob
<b>Professional Fees</b>		
Legal & Accounting	650.00	2014 Rounded up
Meet Operations	0.00	Position eliminated in 2015
Newsletter/Top 10 Recorder	6,800.00	Kim's Contract + \$1000 SPMS Individ. Record Establishment
Open Water Referee	0.00	6 events @ \$100/event requested, but host should pay for the referee
Open Water Safety Monitor	1,200.00	6 events @ \$200/event
Registrar	20,100.00	Dan's Contract
<b>Total Professional Fees</b>	<b>\$ 28,750.00</b>	
<b>Promotional &amp; Advertising</b>	8,400.00	
	2,000.00	SPMS Branded Swim Caps
	3,000.00	Calendar Printing
	400.00	Co-branded Banners
	500.00	Magazine/Periodical Advertising
	500.00	Business Cards
	500.00	Exhibitor/Vendor Fees
	700.00	Officials Shirts
	800.00	Committee Member Shirts (Need more explanation)
Software	1,260.00	Quickbooks Online + ExpensePoint
Stationery & Printing	1,700.00	
	500.00	Newsletter Printing
	1,200.00	SPMS Envelopes (pre-stamped for registration cards)
<b>Taxes &amp; Licenses</b>	25.00	Same as 2014
Travel	400.00	
	100.00	Requested by Jax
	300.00	Travel for Open Water Safety Monitor - Bob
<b>Website &amp; Web Development</b>	720.00	Same as 2014
Video Taping	6,000.00	Per Chris Lundie
<b>Total Expenses</b>	<b>\$ 87,929.00</b>	
<b>Net Operating Income</b>	<b>\$ 571.00</b>	